

Coaching Tip Number 25

Coaching tips will come out once a month to give you a flavor for what coaches do in an active coach/coachee relationship. If you have others that you would like this tip to go to each month you may send me their name and I will make sure they are added to the distribution list or you may forward this information yourself.

Create That Winning Feeling by Bob Proctor

I believe we would all agree that having a winning feeling is prerequisite to achieving outstanding results. A person can't possibly expect to win if they're constantly focusing on failure! The real secret here is to capture that winning feeling of success as often as you can to create the environment necessary to succeed.

If you've been a little down in the dumps, feeling insecure or perhaps not feeling as confident in your ability as you'd like, I have a great tip for you. My suggestion to anyone looking for a success track to run on, or to a person who is looking to get back on one, is to start capitalizing on short-term victories. That means specifically focus on tasks you can achieve daily. The principle is to start with an adversity over which you can succeed, and gradually take on more and more difficult tasks. Nothing succeeds like success.

Another technique used by many people in developing or maintaining a winning feeling is what we call the reflection method. Think back during a time where you were really successful at something... we all have times to which we can relate. It could have been a sale, a particular speech, a school play, or standing up to the town bully. Each one of us can reflect back on a moment in time to recapture that winning feeling.

Professional sports coaches often replay winning games of the past for their team prior to a big game to stimulate and create a winning feeling!

Years ago, a good friend of mine had left his job and a company that he had worked with for many years. He was one of the top VPs with his company and had done extremely well. He had left because he wanted to start his own business. I told him he could use one of our offices until such time as he was ready to open up his own office.

In any event, I happened to be in the office one afternoon and Grant, who normally was very upbeat and positive, was really having a difficult time. After a few moments of small talk, it became apparent what the problem was. Grant had hit the terror barrier and the possibility of starting his own company was overwhelming him... he just didn't think he could do it. Here's a man who had risen to the top of his field, made a high six-figure income for years... and yet was still having doubts as to his ability to start his own company.

I asked Grant to go home, get a notebook and start to write down all of his accomplishments; as far back as he could remember. The look on his face was priceless – I'm sure he thought I'd lost my mind. I told him that the accomplishment could be small or large... it didn't really matter. The point was to focus on something positive. I still remember him asking, "Well, what if I only fill half a page." I just smiled and asked him to do his best and start writing.

Monday morning came and Grant was back in the office with a notebook full of accomplishments. I smiled and said, "You must have been fairly confident, you picked up a good sized notebook!" We both had a good laugh. Grant went on to build a multi-million dollar financial planning company and later franchised the operation to extend across Canada and the US!

This is a great exercise for anyone needing a bit of a boost. What would give you a winning feeling of pride and satisfaction? Remember... a winning feeling is a confident feeling and one that forgets misses, and reinforces successful attempts.

This article is by Bob Proctor, author of The Goal Achiever